ROBERT SMITH

OEM Account Manager

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OEM Account Manager is calling prospective businesses after building my own database of leads to expand the firm's client base, Determining storage or display needs for our clients' computing and technology applications, Strategically evaluating and intensifying sales effort around growth products, leading to higher sales volume and recognition as top performer, Targeting, developing processes, and maintaining OEM manufacturers in the west.

2006 – 2022

OEM ACCOUNT MANAGER - GE SUPPLY / GEXPRO

- Successfully completed Salesability sales training course.
- Responsible for the GE / GE Supply initiative to increase OEM sales through distribution.
- Responsible for opportunity identification & business development, develop product pricing strategy for current and next generation products, lead .
- Met Annual Operating Plan 3 out of last 4 years.
- Defined specific program objectives and initiate the appropriate network (technical, quality, etc).
- Provided timely new product quotes upon customer request.
- Coordinated product introductions and product change approvals.

2005 – 2006

OEM ACCOUNT MANAGER - DELTA CORPORATION

- Rehired to procure a $5 million contract with Powerware for the AT&T National Data Centers.
- Sold switchgear, switchboard and electrical distribution products.
- Number one in 2001 OEM sales.
- Won GE Peak Performer Award.
- Responsible for a 50% increase in sales revenue in the North Carolina territory.
- Achieved over $6 million in 2004 sales, including $2.3 million in new revenue.
- FAA Project Manager for the Artcc site field service and switchgear refurbishment program.

EDUCATION

BA In Psychology

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SKILLS

Sales & Marketing, Business Development, Customer Service.